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PTO-XXXX (2-96)

USCOM-

? s purchas? (s) gift (s) registry (s) (select? or suggest?)

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          797775  PURCHAS?
           45335  GIFT
           12114  REGISTRY
          619910  SELECT?
          433127  SUGGEST?
     S2       29  PURCHAS? (S) GIFT (S) REGISTRY (S) (SELECT? OR SUGGEST?)
? t s2/7,k/1-5
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2/7,K/1   (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02024799 53917104
                 USE FORMAT 9 FOR FULL TEXT
The recipe for e-commerce success

ABSTRACT: Most would agree that a superb e-business Web site is one that
meets all of your needs as quickly as possible. Many companies have
invested an extraordinary amount of time and money in creating Web sites
off of which to sell their products, only to fail miserably because they
made the mistake of assuming that customers will somehow find their sites
with a virtual divining rod and that their Web sites are there to serve
their companies, not their customers. Guidelines are presented.

...TEXT: those intrepid individuals about to marry. The site is
extraordinarily complete and includes a broad **selection** of products
for direct **purchase** (from salad bowls to honeymoons), a **gift
registry** (the company says it has over a million brides and grooms as
members and they...

2/7,K/2   (Item 2 from file: 15)   ?
DIALOG(R)File 15:ABI/Inform(R)

02003723 49988340
                 USE FORMAT 9 FOR FULL TEXT
Checking out kiosks

ABSTRACT: Electronic kiosks are branching out from their roots as
gift-registry applications in department stores. Today, some
catalogers are using kiosks as another way to reach customers, provide
additional product information, and enhance customer service. For example,
Federated Department Stores, a Cincinnati-based cataloger/retailer that
includes Bloomingdale's, Macy's, and The Bon Marche, launched its kiosk
program in November. Each division's kiosks offer different functions.
Visitors to Bloomingdale's 12 kiosks were able to view the entire
Bloomingdale's holiday catalog, find **gift suggestions**, and make
purchases.

Kroll, Karen M
Catalog Age v17n3 PP: 55-56 Mar 1, 2000 ISSN: 0740-3119 JRNL CODE:
GBAMA
DOC TYPE: Periodical; General Information LANGUAGE: English RECORD TYPE:
Fulltext LENGTH: 2 Pages WORD COUNT: 762

ABSTRACT: Electronic kiosks are branching out from their roots as
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catalogers are using kiosks as another way to reach...

... Bloomingdale's 12 kiosks were able to view the entire Bloomingdale's
holiday   catalog,   find   **gift   suggestions,**   and   make
purchases.

2/7,K/3   (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01995774 50834835
                 USE FORMAT 9 FOR FULL TEXT
Building a clicks and mortar world

ABSTRACT: The proposed American Online-Time Warner merger - at $165
billion, the largest in US history, so far - may create the biggest media
giant the world has ever seen, but that is not the real story. Forget the
fact that the pundits see the merger as a harbinger of increasing
consolidation of media companies. The real story is that the AOL-Time
Warner alliance is just the tip of the iceberg. Gerald Levin, Time-Warner's
CEO, is not the first executive to see the benefits of joining forces with
a dot-com firm, and he will not be the last. The fact is, a number of
bricks-and-mortar companies, from all industries, are already partnering
with upstart Internet firms, and a raft of others are eagerly sizing up
possibilities.

Meyer, Harvey
Journal of Business Strategy v21n2 PP: 20-25 Mar/Apr 2000 CODEN: JBSTDK
ISSN: 0275-6668 JRNL CODE: JST
DOC TYPE: Periodical; Feature LANGUAGE: English RECORD TYPE: Fulltext
  LENGTH: 5 Pages WORD COUNT: 2678
...TEXT: stability."

Another option for retailers is to join with companies like Della.com. The
online **gift registry** allows consumers to make wish lists online
that are then e-mailed to friends or relatives. Della.com restricts
selections to its retail partners, which include Banana Republic and
Nieman Marcus. Its **registry** is integrated with those of its partners,
so **purchases** can be tracked both in-store and online.

The registry offers retailers another venue for...

2/7,K/4   (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01909062 05-60054
                 USE FORMAT 9 FOR FULL TEXT
Pier 1 ups registry offerings, eyes acquisition prospects

ABSTRACT: Gift registries are not just for brides-to-be anymore. Increased
interest in special event gift-giving has prompted specialty retailer Pier
1 Imports to expand its national bridal registry to suit any occasion.
Earlier in 1999, the chain reduced prices in several merchandise
categories, acknowledging its prices had become too high for its core
shopper. Despite its renewed focus on its target shopper, the company is

09/021,108
10/19/99

...TEXT: purchases quickly.

Utilizing data mining technologies, this personalized shopping service
provides features such as a **gift registry** to help shoppers find
the "perfect **gift** ." Also, the service profiles shoppers based on
their **purchasing** history to offer suggestions on items that suit
their preferences.

Services such as these indicate...

1/7,K/13   (Item 13 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01709993 03-60983
              USE FORMAT 9 FOR FULL TEXT
E-commerce equals evolution or revolution

ABSTRACT: Traditional retailers are encouraged and challenged to begin to explore e-commerce as the costs of operating in this world will only escalate from site development to distribution through promotion opportunities. Retailers must be forced to think outside the box in order to move ahead, and now is the time as momentum is headed in e-commerce's directions with shoppers starting to feel comfortable and secure purchasing on-line. Given the transformation requirements and the ever present certainty that time and money are precious, should mass merchants wish to play a role in the new world of on-line shopping, the time to get started is now.

Freedman, Lauren
Discount Merchandiser v38n8 PP: 130 Aug 1998 CODEN: DISMAD ISSN: 0012-3579 JRNL CODE: DMD
DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages
WORD COUNT: 823
...TEXT: services and replenishment programs that truly leverage the available technology. Maintaining shopper lists for commodity **purchasing** or shopping via on-line registries are services that the Web can accommodate very well, potentially limiting shopper store visits for **gift** giving, yet conversely, expanding the geographic reach of these stores. For retailers like Target that today only offer their Lullaby Club for accessing a **registry**, the future of obtaining and creating a household **registry** should be a powerful tool.

Take the E-Commerce Challenge-We encourage and challenge traditional...

 1/7,K/14   (Item 14 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01679849 03-30839
              USE FORMAT 9 FOR FULL TEXT
Customer management

ABSTRACT: Recognizing that customer equity is one of the only ways to sustain true competitive advantage, leading retailers are intensifying their efforts to identify, satisfy, retain, and maximize the value of their best customers. Enabled by new technology, these forward-focused retailers are employing a number of strategies and tactics designed to capture customers' share of mind, wallet, and, importantly, time. The following customer management practices are discussed: customer relationship marketing, loyalty programs, clienteling, and branding.

...TEXT: customers have asked for and we're responding to them."
Once the online Wedding and **Gift Registry** is up and running,
customers will be able to access it from their personal computers...

... their local store. They will have the ability to either register or
access a specific **registry** , determine the items requested, verify
availability and **purchase** a **gift** without duplication.

Internet retail sales are growing faster than anyone could have predicted
only a...

still very interested in upscale home furnishing retailing.

...TEXT: the chain's sales.

Pier 1 also has made it easier for both registrants and **gift** givers
to participate, allowing on-line realtime checks to find out which gifts
have been **purchased** in a **registry**. The chain is still working
toward on-line **gift registry** ordering and **selection**. In
the mean time, a customer setting up a **registry** comes into one of the
chain's 800 stores and uses a handheld scanner to **select** items of
interest.

And those gift registry items aren't limited to traditional registry fare
...

2/7,K/5   (Item 5 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

01382212   00-33199
                    USE FORMAT 9 FOR FULL TEXT
Interactive home shopping: All the comforts of home

ABSTRACT: Interactive home shopping is transforming the way consumers and
businesses send and receive information, communicate, learn, educate and
purchase and sell goods and services. The key factor concerning the success
of interactive home shopping is that it allows consumers to individually
screen and tailor merchandise that is presented to them in a unique format.
The reason that people will shop over the Internet – or use any interactive
home shopping format – is because they are getting superior benefits than
in existing formats. Meanwhile, companies have been developing and
providing Internet-based solutions designed to make better use of the
medium's capabilities. For example, IBM has introduced World Avenue, a
personalized shopping service on the World Wide Web. The service offers
retailers an end-to-end, low-cost marketing solution.

...TEXT: purchases quickly.

Utilizing data mining technologies, this personalized shopping service
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the "perfect **gift** ." Also, the service profiles shoppers based on
their **purchasing** history to offer **suggestions** on items that
suit their preferences.

Services such as these indicate that electronic commerce is...

4/7,K/16   (Item 10 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

01316112   (THIS IS THE FULLTEXT)
BUYING INTO INTERACTIVITY
(Planet Reebok uses an interactive window to draw people in from the street into the store)
Brandweek, v XXXVI, n 40, p 28+
October 23, 1995
WORD COUNT: 2114

4/7,K/11   (Item 5 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

01762609   (THIS IS THE FULLTEXT)
Coast-To-Coast Gifts
(Federated Department Stores has launched a national gift registry where
    bridal couples and other customers can register in one store and
    automatically be registered in 230 cities nationwide)
Women's Wear Daily, v 173, n 29, p 29
February 12, 1997
WORD COUNT: 145

TEXT:
Federated Department Stores has launched a national gift registry where
bridal couples and other customers can register in one Federated store and
automatically be registered in 230 cities nationwide at Bon Marche,
Burdines, Goldsmith's, Lazarus, Macy's, Rich's and Stem's stores.

The company's wedding and gift registry system features a national client
server-based system. It adds registries for 10,000 brides and other
customers each month and maintains real-time information on more than
200,000 registries.

The in-store **registry** system assigns a bar-code number to each
customer or couple, and they use a hand-held computer to scan merchandise.
Unlike many manual systems that can take days to complete, once **gift
selections** have been made on Federated's system, rides and grooms can
immediately leave the store with a printed copy of their **registry**.
When gifts are **purchased**, they are instantly deleted from the
registry to insure an up-to-date listing.

 (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...month and maintains real-time information on more than 200,000
registries.

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listing.   ...

4/7,K/13   (Item 7 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

01650542   (THIS IS THE FULLTEXT)
IBM Invites Retail to Its 'Mall'
(IBM is launching World Avenue, an online shopping site for selling
  services and goods over the Internet, with about 20 retailers this fall)
HFN, v 70, n 43, p 11
October 21, 1996

01178510 98-27905
                    USE FORMAT 9 FOR FULL TEXT
Welcome to the Grand Store

ABSTRACT: There are several advanced technologies that can be used to bring
value to the shopping experience itself, including shopper ID systems,
intelligent labeling, advanced checkout, kiosks, interactive television,
the electronic cafe and the virtual mall. This use of great service and
customer assistance through the use of technology is embodied in a concept
called the Grand Store. The Grand Store is a department store than contains
a cornucopia of customer-serving technologies. Technologies introduced in
the Grand Store include: 1. electronic "greeter," 2. paperless customer
information, 3. wishbook, 4. retailing as entertainment, and 5. online
cafe/interactive TV. To move toward this concept, retailers need to ask
themselves these questions: 1. How can I personalize the shopping trip? 2.
How can I provide the consumer with enhanced product information? 3. How
can I better support the gift-giving shopping trip? 5. How can I leverage
the customer's time?

...TEXT: present-day implementations of bridal registry and gift registry
with its "Wishbook."

Wishbook is a **gift registry** but does not limit itself to
special occasions such as weddings. It also does not...

...segment of the customer base. Any customer can set up a Wishbook profile
and enter **gift** ideas at any time-even via an Internet message.
Friends and relatives can access the Wishbook to get suggestions whenever
they need to **purchase** a **gift**, for birthdays, for anniversaries,
etc.

The Grand Store's Wishbook displays to the customer, on...

1/7,K/19   (Item 19 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)
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01382212 00-33199
                USE FORMAT 9 FOR FULL TEXT
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personalized shopping service on the World Wide Web. The service offers
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VanTassel, Steve; Weitz, Barton A

...TEXT: purchases quickly.

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